

FOREIGN MILITARY SALES
KIM EARNSHAW, COORDINATOR 757-1009

UPDATED: 05 MAY 2000

CASE CLOSURE

CASE DEVELOPMENT (Previously P&A/LOA PREPARATION)

CASE FINANCIAL MANAGEMENT

CASE RECONCILIATION AND CASE CLOSURE

MISIL/ CONTRACT ACCOUNTING

SAM-A (ADVANCED)

SAM-C (CONUS)

SAM-CF (FINANCIAL MANAGEMENT)

SAM-CM (PROGRAM/CASE MANAGEMENT)

SAM-CO (CONUS OVERVIEW)

SAM-CS (LOG/CUST SUPPORT)

SAM-E (EXECUTIVE)

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AFRICA ORIENTATION

ASIA-PACIFIC ORIENTATION

CROSS CULTURAL COMMUNICATIONS (CCC)

LATIN AMERICA ORIENTATION

MIDDLE EAST ORIENTATION

RUSSIA, CENTRAL EUROPE AND CENTRAL ASIA ORIENTATION

COURSE TITLE:	CASE CLOSURE	
VENDOR:	NAVAIR (AIR-1.4)	
LOCATION:	Employee Development Center, Building #2189	
COURSE CODES:	COURSE DATES:	NOMINATION DEADLINES:
477862	13 July 00	13 June 00
LENGTH:	1/2 Day	
TIME:	1200 - 1500	
PREREQUISITE:	None	
DESCRIPTION:	The Case Closure course provides an introduction to the three types of closure, some tools to assist in the closure process and various FMS financial systems available.	
OBJECTIVE:	<ul style="list-style-type: none"> • Discuss types of closure and closure process • Illustrate closure process through closure of a sample case • Identify reports in MISIL/MIST/DIFS/CERPS required for reconciliation and how to request them • Provide sample correspondence and points of contact. 	
AUDIENCE:	FMS Analyst	
MATERIALS NEEDED:	Participants can bring a 3 ring binder (optional) to insert handouts.	
NOMINATIONS:	Nominations must be submitted through use of the Initial Training Request Form, NDW-NAWCAD 12410/28. The completed form, with appropriate signatures, is given to the activity training contact. The training contact forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS). Note: The Training Contact/Customer Service Team will fax the Student Eligibility Questionnaire to the point of contact at the Workforce Relations and Development Division (fax #(301)342-4523).	
COST:	None	

COURSE TITLE:	CASE DEVELOPMENT (Previously P&A/LOA PREPARATION)	
VENDOR:	NAVAIR (AIR-1.4)	
LOCATION:	Pax River	
COURSE CODE:	COURSE DATES:	NOMINATION DEADLINE:
477870	25-28 July 00	23 June 00
477871	25-28 September 00	25 August 00
LENGTH:	4 Days	
TIME:	0800-1530	
PREREQUISITE:	None	
DESCRIPTION:	This course provides lecture and hands-on exercises focusing on the pre-case phase of the FMS case life cycle to include: preparing an LOA; modifying the generic NSADS package to meet program requirements. Other topics include releasability, replacement sales, excess defense articles sales, FMS leases and Congressional notifications.	
OBJECTIVE:	At the completion of this course, students will understand and apply: <ul style="list-style-type: none"> • General FMS policies and procedures. • P&As/LOAs in NAVAIR to include key policies/processes, major player and terms. • Accurate, complete and timely P&A/LOA packages in response to official requests. 	
AUDIENCE:	FMS Analysts	
MATERIALS NEEDED:	Participants should bring a calculator.	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 and submit to the Training Coordinator/Customer Service Team. Government contractors supporting Foreign Military Sales may register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301)342-4523.	
COST:	None	

COURSE TITLE:	CASE FINANCIAL MANAGEMENT	
VENDOR:	NAVAIR (AIR-1.4)	
LOCATION:	Jorge Scientific Corporation 44425 Pecan Court California, MD	
COURSE CODE: 477876 477881 477882	COURSE DATE: 27-29 June 00 17-19 July 00 12-14 September 00	NOMINATION DEADLINE: 26 May 00 16 June 00 11 August 00
LENGTH:	3 Days	
TIME:	0800-1530	
PREREQUISITE:	Case Development (previously P&A/LOA Workshop)	
DESCRIPTION:	This course focuses on the financial aspects of an FMS case. It is divided into six sections -case implementation, case execution, the Management Information System for International Logistics (MISIL), amendments/notices, Case Reconciliation Reviews (CRRs) and case closure. Each section combines lectures and class exercises.	
OBJECTIVE:	<ul style="list-style-type: none"> • Develop a comprehensive understanding of the current policies, procedures and available management systems necessary for executing assigned FMS programs. • Understand how to resolve problem areas associated with implemented FMS cases. 	
AUDIENCE:	FMS Analyst	
MATERIALS NEEDED:	Participants should bring a calculator to class.	
NOMINATIONS:	Nominations must be submitted through use of the Initial Training Request Form, NDW-NAWCAD 12410/28. The completed form, with appropriate signatures, is given to the activity training contact. The training contact forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS). Note: The Training Contact/Customer Service Team will fax the Student Eligibility Questionnaire to the point of contact at the Workforce Relations and Development Division (fax #(301)342-4523).	
COST:	None	

COURSE TITLE:	CASE RECONCILIATION AND CASE CLOSURE	
VENDOR:	NAVAIR (AIR-1.4) and DISAM	
LOCATION:	Patuxent River, Maryland	
COURSE CODES:	COURSE DATES:	NOMINATION DEADLINE:
483322	21-25 August 00	14 July 00
LENGTH:	4 ½ Days	
TIME:	0800-1530	
PREREQUISITE:	SAM-CONUS <i>or</i> a combination of DISAM (on-site, CC# 477883) and security assistance work experience.	
DESCRIPTION:	The course provides a comprehensive understanding and application of the policies, methods, systems, and actions necessary for effective and continuous case/line reconciliation from case/line implementation through final closure.	
OBJECTIVE:	<p>At the completion of this course, students will understand and apply:</p> <ul style="list-style-type: none"> • Statutory requirements, DoD directives and manuals. • FMS processes, including financial processes of pricing, funds management and billing. • DFAS case reconciliation and closure processes. • Applicable tools. • Understand the Navy processes, data systems, and other tools for case reconciliation and closure. 	
AUDIENCE:	Personnel assigned to positions in security assistance management, such as Case Managers, Case Financial Managers, Comptrollers, Budgeting, Accounting and finance Specialist, Price and Cost Analysts.	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 and submit to the Training Coordinator/Customer Service Team. Government contractors supporting Foreign Military Sales may register by faxing the completed Contractor Initial Training Request Form directly the FMS Course Coordinator to (301)342-4523.	
COST:	None	

COURSE TITLE:	MISIL/ CONTRACT ACCOUNTING	
VENDOR:	NAVAIR (AIR-1.4)	
LOCATION:	Patuxent River, MD	
COURSE CODE:	COURSE DATE:	NOMINATION DEADLINE:
477866	10 August 00	10 July 00
LENGTH:	1/2 Day	
TIME:	0800-1100	
PREREQUISITE:	None	
DESCRIPTION:	This course provides an introduction to MISIL with the emphasis on Pre-Contract Accounting. The significant queries and reports used in the daily financial management of a FMS case are presented.	
OBJECTIVE:	<ul style="list-style-type: none"> At the completion of this course, participants should have a basic understanding of MISIL. To be aware of the differences between Pre-Contract Accounting and Contract Accounting. 	
AUDIENCE:	FMS Analysts	
MATERIALS NEEDED:	Participants can bring a 3 ring binder (optional) to insert handouts.	
NOMINATIONS:	<p>Nominations must be submitted through use of the Initial Training Request Form, NDW-NAWCAD 12410/28. The completed form, with appropriate signatures, is given to the activity training contact. The training contact forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS). Note: The Training Contact/Customer Service Team will fax the Student Eligibility Questionnaire to the point of contact at the Workforce Relations and Development Division (fax #(301)342-4523).</p>	
COST:	None	

COURSE TITLE:	SAM-A (ADVANCED)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODE:	COURSE DATES:	NOMINATION DEADLINE:
475360	12 September–15 September 00	12 July 00
LENGTH:	3 ½ Days	
TIME:	0800-1645 (ending no later then 1200 on last day)	
PREREQUISITE:	Must have taken one of the following: SAM-C, SAM-O, SAM-CO, SAM-OS, or SAM-E. Any student that wants to attend SAM-A must have taken SAM-CF and/or SAM-CM course at least two years prior.	
DESCRIPTION:	This course will demonstrate how policy changes affect the separate functional management areas. Updates in legislation affecting the overall international sales process, international cooperation programs and relevant regional issues will be covered to convey and emphasize changes as well as future concerns.	
OBJECTIVE:	<ul style="list-style-type: none"> • To provide updated security assistance information. • To furnish students with an understanding of the latest security assistance policies as well as practical examples of how those policies are being applied within the management community. 	
AUDIENCE:	FMS personnel	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NSW-NAWCAD 12410/28 and submit the the Training Coordinator/Customer Service Team. <i>In addition, a Student Eligibility Questionnaire is required and must be faxed directly to the FMS Course Coordinator (301)342-4523.</i> Government Contractors can not attend this course.	
COST:	The Air Force will fund tuition, travel and per diem expenses.	

COURSE TITLE:	SAM-C (CONUS)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODES:	COURSE DATES:	NOMINATION DEADLINES:
475367	10–21 July 00	09 June 00
475368	11–22 September 00	11 July 00
LENGTH:	10 Days	
TIME:	0800 - 1700	
PREREQUISITE:	None	
DESCRIPTION:	This course provides a thorough coverage of the interactions and interrelationships of security assistance management. Other topics covered are foreign policy, national security associated with US security assistance program, Congressional review requirements, and DoD and State program review.	
OBJECTIVE:	<ul style="list-style-type: none"> To furnish students with a comprehensive understanding of the entire security assistance management process, thereby enabling them to understand how their particular duty functions interact with and relate to all other functions of security assistance management. 	
AUDIENCE/ ELIGIBILITY CRITERIA:	Military personnel E-7 to O-5 or DoD civilians GS-5 to GS-14.	
MATERIALS NEEDED:	None	
NOMINATIONS:	Nominations must be submitted through use of the Initial Training Request Form, NDW-NAWCAD 12410/28. The completed form, with appropriate signatures, is given to the activity training contact. The training contact forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS). Note: The Training Contact/Customer Service Team will fax the Student Eligibility Questionnaire to the point of contact at the Workforce Relations and Development Division (fax #(301)342-4523).	
COST:	Air Force Funded	

COURSE TITLE:	SAM-CF (FINANCIAL MANAGEMENT)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODES:	COURSE DATES:	NOMINATION DEADLINE:
475372	07–11 August 00	07 June 00
LENGTH:	5 Days	
TIME:	0800 - 1700	
PREREQUISITE:	Security Assistance Management Course - CONUS (SAM-C)	
DESCRIPTION:	This course includes a variety of topics, including the Arms Export Control Act and other statutory requirements; DoD implementing directives and manuals; FMS pricing of materiel and services; flow and accounting of funds; the FMS trust fund; obligation and expenditure authority; payment schedules; performance reporting and reimbursement, including reports, the Defense Integrated Financial System (DIFS), case reconciliation, and closure. The course is interspersed with studies of the organizations and functions concerned; including the Military Departments Defense Finance, Accounting Service-Denver Center, their interrelationship and involvement.	
OBJECTIVE:	To provide personnel a comprehensive understanding and application of the policies, methods, systems, and actions necessary for the effective financial management of FMS cases.	
AUDIENCE:	FMS personnel who are directly involved in financial management	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 and submit the Training Coordinator/Customer Service Team. <i>In addition, a Student Eligibility Questionnaire is required and must be faxed directly to the FMS Course Coordinator ((301)342-4523).</i> Government Contractors may register through the DISAM webpage: http://disam.osd.mil	
COST:	The Air Force will fund tuition, travel and per diem expenses.	

COURSE TITLE:	SAM-CM (PROGRAM/CASE MANAGEMENT)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODE:	COURSE DATE:	NOMINATION DEADLINE:
475376	24–28 July 00	24 May 00
LENGTH:	5 Days	
TIME:	0800 - 1545	
PREREQUISITE:	Security Assistance Management Course CONUS (SAM-C) or Security Assistance Management On-Site (SAM-OS) in combination with one year security assistance experience is required. Must have completed this prerequisite at least 6 months prior to scheduled start of SAM-CM.	
DESCRIPTION:	This course encompasses a variety of topics, including pertinent applications of Arms Export Control Act and other statutory requirements; DoD and service implementing directives and instructions, such as the <i>Security Assistance Management Manual (SAMM)</i> (Dod 5105.38-M), AR 12-1 and 12-8, NAVSUP 541, and AFMAN 16-101; FMS policy, program requirements, and management actions; and available automated information systems. The course emphasizes the organizational relationships between the primary program manager in each Military Department and the supporting service commands, as well as those between the primary program manager and other DoD, State Department, and customer offices.	
OBJECTIVE:	<ul style="list-style-type: none"> To provide understanding and application of the policies, procedures, methods, systems, and sequential actions necessary for the effective management of FMS programs and cases. 	
AUDIENCE/ELIGIBILITY CRITERIA:	Security Assistance Program/Case Management	
MATERIALS NEEDED:	None	
NOMINATIONS:	Nominations must be submitted through use of the Initial Training Request Form, NDW-NAWCAD 12410/28. The completed form, with appropriate signatures, is given to the activity training contact. The training contact forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS). Note: The Training Contact/Customer Service Team will fax the Student Eligibility Questionnaire to the point of contact at the Workforce Relations and Development Division (fax #(301)342-4523).	
COST:	Air Force Funded	

COURSE TITLE:	SAM-CO (CONUS OVERVIEW)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODE:	COURSE DATES:	NOMINATION DEADLINE:
475379	18–22 September 00	18 July 00
LENGTH:	5 Days	
TIME:	0800 – 1600	
PREREQUISITE:	None	
DESCRIPTION:	The course structure affords the opportunity to examine the most current changes in policies and procedures governing security assistance administration. The course examines recent amendments to security assistance legislation, regulations, and procedural documents, and it provides a examination of current inter-departmental organizational relationships and their impact on security assistance management.	
OBJECTIVE:	<ul style="list-style-type: none"> • To provide an overview of the entire security assistance management process. • To provide a familiarity with the materials and subject matter presented to middle-level managers working for senior executives • Introduction to DISAM programs, facilities, and faculty as a resource for the mid-level security assistance manager. 	
AUDIENCE:	Mid-level security supervisor/manager, Grades O-5/GS-14 and below, or personnel who work on the periphery of security assistance; who do not need the in-depth coverage of SAM-Conus course.	
NOMINATIONS:	Interested personnel should complete the Initial Training Request Form, NDW-NAWCAD 12410/28 and submit the Training Coordinator/Customer Service Team. <i>In addition, a Student Eligibility Questionnaire is required and must be faxed directly to the FMS Course Coordinator ((301)342-4523).</i> Government Contractors may register through the DISAM webpage: http://disam.osd.mil	
COST:	The Air Force will fund tuition, travel and per diem expenses.	

COURSE TITLE:	SAM-CS (LOG/CUST SUPPORT)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODE:	COURSE DATE:	NOMINATION DEADLINE:
475394	14–18 August 00	14 June 00
LENGTH:	5 Days	
TIME:	0800 – 1530 Monday – Thursday; 0800 – 1230 Friday	
PREREQUISITE:	None	
DESCRIPTION:	<p>The course focuses on specific aspects of logistics such as the integration of the elements of the Total Package Approach, requisition processing, requirements determination, details of MIL standards, with an emphasis on shipping and transportation considerations throughout the FMS case and requisition life cycle. The course emphasizes the responsibilities and relationships between the case managers at the International Logistics Control Organizations (ILCOs), with the weapon system program manager, the Contract Administrative Office, the MILDEP/DLA item managers, the transportation coordinator, the freight forwarder, and the customer. The course will focus on reducing frustrated and misdirected shipments, reducing supply discrepancy reports, and improving case reconciliation.</p>	
OBJECTIVE:	<ul style="list-style-type: none"> • To provide a comprehensive understanding and application of the policies, procedures, systems and actions necessary to move FMS materiel from its initial requisition to its shipment to the customer's final destination. • To understand the functions of key organizations involved in materiel distribution, to include the ILCOs, DLA, contractors and freight forwarders. • Students will understand how to identify the proper procedures for processing requisitions, and the handling and movement of Security Assistance program materiel, with an objective of reducing or preventing deficiencies in the FMS materiel distribution process. 	
AUDIENCE:	FMS logistics	
MATERIALS NEEDED:	None	
NOMINATIONS:	<p>Nominations must be submitted through use of the Initial Training Request Form, NDW-NAWCAD 12410/28. The completed form, with appropriate signatures, is given to the activity training contact. The training contact forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS). NOTE: The Training Contact/Customer Service Team will fax the Student Eligibility Questionnaire to the point of contact at the Workforce Relations and Development Division (fax #(301)342-4523).</p>	
COST:	Air Force Funded	

COURSE TITLE:	SAM-E (EXECUTIVE)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODES:	COURSE DATES:	NOMINATION DEADLINES:
475383	07–11 August 00	07 June 00
LENGTH:	5 Days	
TIME:	0800 - 1630	
PREREQUISITE:	None	
DESCRIPTION:	This course provides an overview of the entire security assistance management process and addresses the many facets of security assistance policy, planning, and programming. Also covered are security assistance topics as they relate to legislation, policy, financial management, transportation, logistics, and training management.	
OBJECTIVE:	<ul style="list-style-type: none"> • Increase understanding of policies and procedures for the transfer of defense articles and services. • To provide an appreciation of the international environment in which they must function. 	
AUDIENCE/ ELIGIBILITY CRITERIA:	USG personnel Grades O-6/GS-15 and above, programmed for or assigned to security assistance activities, or in related positions in international logistics, financial management, and training activities.	
MATERIALS NEEDED:	None	
NOMINATIONS:	Nominations must be submitted through use of the Initial Training Request Form, NDW-NAWCAD 12410/28. The completed form, with appropriate signatures, is given to the activity training contact. The training contact forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS). Note: The Training Contact/Customer Service Team will fax the Student Eligibility Questionnaire to the point of contact at the Workforce Relations and Development Division (fax #(301)342-4523).	
COST:	Air Force Funded	

COURSE TITLE:	SAM-TO (TRAINING OFFICIER)	
VENDOR:	DISAM	
LOCATION:	Wright Patterson Air Force Base Dayton, OH	
COURSE CODES:	COURSE DATES:	NOMINATION DEADLINES:
475388	31 July–04 August 00	31 May 00
LENGTH:	5 Days	
TIME:	0800 - 1700 Monday – Thursday; 0800 - 1200 Friday	
PREREQUISITE:	None	
DESCRIPTION:	<p>This course provides a comprehensive overview of security assistance management and the interrelationships of the IMSO and the international student. The curriculum explores security assistance legislation, foreign policy, human rights considerations, organizations and functions, planning and programming, and the basic security assistance process. In addition, the curriculum examines the individual elements of the DOD Informational Program, the processing of invitational travel orders, student legal status, cross-cultural communications, and use of the Security Assistance Network(SAN). The curriculum further provides a review of service-unique organization, student administration procedures, and DoDIP presentation practices and funding. Methodology in the presentation of human rights training within the DoDIP is also provided.</p>	
OBJECTIVE:	<ul style="list-style-type: none"> • To provide international military student office (IMSO) personnel with the tools to conduct the Department of Defense Informational Program (DoDIP) and to administer IMSs attending courses of instruction at U.S. installations. • To provided an in-depth examination of internationally recognized human rights with the overall objective of providing a like experience to al IMS receiving training in the U.S. 	
AUDIENCE:	Military and civilians personnel who occupy positions in international military student offices (IMSOs) at an installation, who are involved in international student administration, and who conduct the DoDIP.	
MATERIALS NEEDED:	None	
NOMINATIONS:	<p>Nominations must be submitted through use of the Initial Training Request Form, NDW-NAWCAD 12410/28. The completed form, with appropriate signatures, is given to the activity training contact. The training contact forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS). Note: The Training Contact/Customer Service Team will fax the Student Eligibility Questionnaire to the point of contact at the Workforce Relations and Development Division (fax #(301)342-4523).</p>	
COST:	Air Force Funded	

COURSE TITLE:	AFRICA ORIENTATION	
VENDOR:	United States Air Force Special Operations School (USAFSOS)	
LOCATION:	Hurlburt Field, Florida	
COURSE CODE:	DATES:	NOMINATION DEADLINE:
481928	14-18 August 00	05 July 00
LENGTH:	5 Days	
	<i>Course information to include reporting location, uniform/clothing requirements, lodging, etc. can be found at:</i> http://www.hurlburt.af.mil/usafsos	
PREREQUISITE:	Secret Security Clearance is required.	
DESCRIPTION:	Provides a broad overview of the Sub-Saharan Africa region with an emphasis on cultural, historical, economic, and political issues. It also covers health, humanitarian, economic, security, and US policy issues.	
OBJECTIVE:	<p>At the completion of this course, the student will understand and describe:</p> <ul style="list-style-type: none"> • The impact of African cultural and political principles on US policy and interests. • The historical, cultural and politico-military background of the four major regions of Sub-Saharan Africa. • Regional-specific issues focusing on conflict-resolution, Special Operations forces and US policy and interests. 	
AUDIENCE:	Military or civilian US Government Personnel currently assigned or planning to be assigned to Sub-Saharan Africa or, those with job responsibilities and duties pertaining to the African region.	
NOMINATIONS:	Nomination must be submitted through the use of the Initial Training Request Form, NWD-NAWCAD 12410/28. The completed form, with appropriate signatures, is given to the activity Training Coordinator/Customer Service Team. The Training Coordinator/CST forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS).	
COST:	USAFSOS funds tuition only. Travel and per diem expenses must be funded by the individual's work unit.	

COURSE TITLE:	ASIA-PACIFIC ORIENTATION	
VENDOR:	United States Air Force Special Operations School (USAFSOS)	
LOCATION:	Hurlburt Field, Florida	
COURSE CODE:	DATES:	NOMINATION DEADLINE:
481932	31 July-04 August 00	16 June 00
LENGTH:	5 Days	
	<i>Course information to include reporting location, uniform/clothing requirements, lodging, etc. can be found at:</i> http://www.hurlburt.af.mil/usafsos	
PREREQUISITE:	Secret Security Clearance is required.	
DESCRIPTION:	Provides a broad overview of the Asian-Pacific area, focusing on the regional/country studies, cultural considerations, security-military and political-economic issues, and personal security.	
OBJECTIVE:	<p>At the completion of this course, the student will understand and be able to describe:</p> <ul style="list-style-type: none"> • The impact of Asian-Pacific cultural and political principles on US policy and interests. • The historical, cultural and politico-military background of the three major regions of Asia-Pacific. • Regional-specific issues focusing on conflict-resolution, Special Operations Forces and US policy and interests. 	
AUDIENCE:	Military or civilian US Government Personnel currently assigned or planning to be assigned to Asia-Pacific region or, those with job responsibilities and duties pertaining to the Asia-Pacific region.	
NOMINATIONS:	Nomination must be submitted through the use of the Initial Training Request Form, NWD-NAWCAD 12410/28. The completed form, with appropriate signatures, is given to the activity Training Coordinator/Customer Service Team. The Training Coordinator/CST forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS).	
COST:	USAFSOS funds tuition only. Travel and per diem expenses must be funded by the individual's work unit.	

COURSE TITLE:	CROSS CULTURAL COMMUNICATIONS (CCC)	
VENDOR:	United States Air Force Special Operations School (USAFSOS)	
LOCATION:	Hurlburt Field, Florida	
COURSE CODE:	DATES:	NOMINATION DEADLINE:
481948	26-30 June 00	12 May 00
481949	28 August-01 September 00	14 July 00
LENGTH:	5 Days	
	<i>Course information to include reporting location, uniform/clothing requirements, lodging, etc. can be found at:</i> http://www.hurlburt.af.mil/usafsos On-Site course information will be provided to the student two weeks prior to the course date.	
PREREQUISITE:	None	
DESCRIPTION:	This course is designed to improve the communication and problem-solving skills when interacting with personnel from other countries. The course is divided into two areas: 1) a conceptual analysis of values and culture with strategies basic to effective cross cultural communications, and 2) a regional focus covering historical culture development and specific regional norms.	
OBJECTIVE:	Students should comprehend and value key strategies enhancing effective cross cultural communications with personnel from Southwest Asia, Latin America, Asia-Pacific, Africa, Russia, Central Asia, Eastern Europe, Western Europe, and the Balkans.	
AUDIENCE:	Military or civilian US Government Personnel who works with, negotiates with, or interacts with foreign nationals, in either a stateside or overseas location.	
NOMINATIONS:	Nomination must be submitted through the use of the Initial Training Request Form, NWD-NAWCAD 12410/28. The completed form, with appropriate signatures, is given to the activity Training Coordinator/Customer Service Team. The Training Coordinator/CST forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS).	
COST:	USAFSOS funds tuition only. Travel and per diem expenses must be funded by the individual's work unit.	

COURSE TITLE:	LATIN AMERICA ORIENTATION	
VENDOR:	United States Air Force Special Operations School (USAFSOS)	
LOCATION:	Hurlburt Field, Florida	
COURSE CODE:	DATES:	NOMINATION DEADLINE:
481935	26-30 June 00	12 May 00
LENGTH:	5 Days	
	<i>Course information to include reporting location, uniform/clothing requirements, lodging, etc. can be found at:</i> http://www.hurlburt.af.mil/usafsos	
PREREQUISITE:	Secret Security Clearance is required.	
DESCRIPTION:	Provides an introduction to the historical, cultural, religious and political dynamics of the Latin American region. Examines such critical issues as US Drug policy in Latin American and Latin American Military Culture.	
OBJECTIVE:	<p>At the completion of this course, the student will understand and be able to describe:</p> <ul style="list-style-type: none"> • The impact of Latin American cultural and political principles on US policy and interests. • The historical, cultural and politico-military background of Latin America. • Regional issues such as US Drug Policy and Latin American Military Culture. 	
AUDIENCE:	Military or civilian US Government Personnel currently assigned or planning to be assigned to Latin American region or, those with job responsibilities and duties pertaining to the Latin American region.	
NOMINATIONS:	Nomination must be submitted through the use of the Initial Training Request Form, NWD-NAWCAD 12410/28. The completed form, with appropriate signatures, is given to the activity Training Coordinator/Customer Service Team. The Training Coordinator/CST forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS).	
COST:	USAFSOS funds tuition only. Travel and per diem expenses must be funded by the individual's work unit.	

COURSE TITLE:	MIDDLE EAST ORIENTATION	
VENDOR:	United States Air Force Special Operations School (USAFSOS)	
LOCATION:	Hurlburt Field, Florida	
COURSE CODE:	DATES:	NOMINATION DEADLINE:
481939	14-18 August 00	29 June 00
LENGTH:	5 Days	
	<i>Course information to include reporting location, uniform/clothing requirements, lodging, etc. can be found at:</i> http://www.hurlburt.af.mil/usafsos	
PREREQUISITE:	Secret Security Clearance is required.	
DESCRIPTION:	Provides an introduction to historical, cultural, religious and political dynamics of the Middle East to include an introduction to Islam. Ethnic Minority Groups of the region, desert culture and US policy.	
OBJECTIVE:	The student will understand the historical and political dynamics of the Middle East and the region's cultural and religious character.	
AUDIENCE:	Military or civilian US Government Personnel currently assigned or programmed for assignment to the region, or whose duties pertain to interacting with personnel from the Middle East.	
NOMINATIONS:	Nomination must be submitted through the use of the Initial Training Request Form, NWD-NAWCAD 12410/28. The completed form, with appropriate signatures, is given to the activity Training Coordinator/Customer Service Team. The Training Coordinator/CST forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS).	
COST:	USAFSOS funds tuition only. Travel and per diem expenses must be funded by the individual's work unit.	

COURSE TITLE:	RUSSIA, CENTRAL EUROPE AND CENTRAL ASIA ORIENTATION	
VENDOR:	United States Air Force Special Operations School (USAFSOS)	
LOCATION:	Hurlburt Field, Florida	
COURSE CODE:	DATES:	NOMINATION DEADLINE:
481908	11-15 September 00	28 July 00
LENGTH:	5 Days	
	<i>Course information to include reporting location, uniform/clothing requirements, lodging, etc. can be found at:</i> http://www.hurlburt.af.mil/usafsos	
PREREQUISITE:	Secret Security Clearance is required.	
DESCRIPTION:	Course covers history, religion, culture and politics. Discussions focus on such critical issues as weapons of mass destruction, organized crime, the Balkan Conflict, and the future of US Military and SOF in the region. Provides background information and effective strategies for cross-cultural communication to enhance interaction and analytical skills.	
OBJECTIVE:	To provide an introduction to historical, political, cultural and religious character of the region of Russia, Central Europe and Central Asia. Develops a foundation for more effective planning and execution of theater specific military operations.	
AUDIENCE:	Military or civilian US Government Personnel currently assigned or planning to be assigned to the region or whose duties pertain to Russia, Central Europe and Central Asian regions.	
NOMINATIONS:	Nomination must be submitted through the use of the Initial Training Request Form, NWD-NAWCAD 12410/28. The completed form, with appropriate signatures, is given to the activity Training Coordinator/Customer Service Team. The Training Coordinator/CST forwards the request to the Workforce Relations and Development Division via the Training Information Processing System (TIPS). <i>Government contractors supporting Foreign Military Sales may attend on a space-available basis.</i>	
COST:	USAFSOS funds tuition only. Travel and per diem expenses must be funded by the individual's work unit.	

